

Empower your business with the Vertiv™ Partner Program

About Vertiv

With Vertiv you can grow your business, achieve good margins and improve the loyalty of your customers with trusted IT Infrastructure solutions. Together with you, we build future-ready digital infrastructure, that delivers continuity to your customers.

- **Datacentres:** Hyperscale, Enterprise, Distributed IT/Edge, Colocation and Cloud
- **Communication Networks:** Macro Site, Central Office, Small Cell and Datacentre
- **Commercial and Industrial:** Healthcare, Manufacturing, Rail/Mass Transit, Power Generation and Oil and Gas.

Our Offer



Infrastructure Management



IT Management



Thermal Management



AC power



Services



Racks & Rack PSUs



Integrated Solutions



AI Capabilities

Key facts

~\$8.0B
USD revenue

~31,000
employees globally

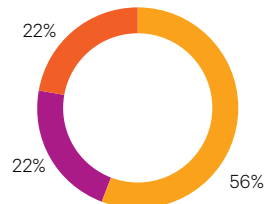
60+ years
in the industry

130+
countries served

#1 in thermal
management³

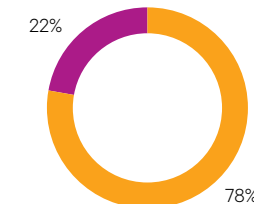
#1 in 3-phase large UPS⁴
and power switching
& distribution⁵

Geography¹



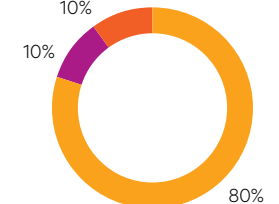
- Americas
- EMEA
- Asia Pacific

Portfolio¹



- Critical Infrastructure & Solutions
- Services & Spares

Market Segment^{1,2}



- Data Centers
- Communication Networks
- Commercial & Industrial

Our presence worldwide

Manuf. and Assembly Locations: 23
Service Centers: 310+
Service Field Engineers: ~4,000
Technical Support/Response: ~300
Customer Experience Centers/Labs: 27



Reasons to partner with us



Margin Rich



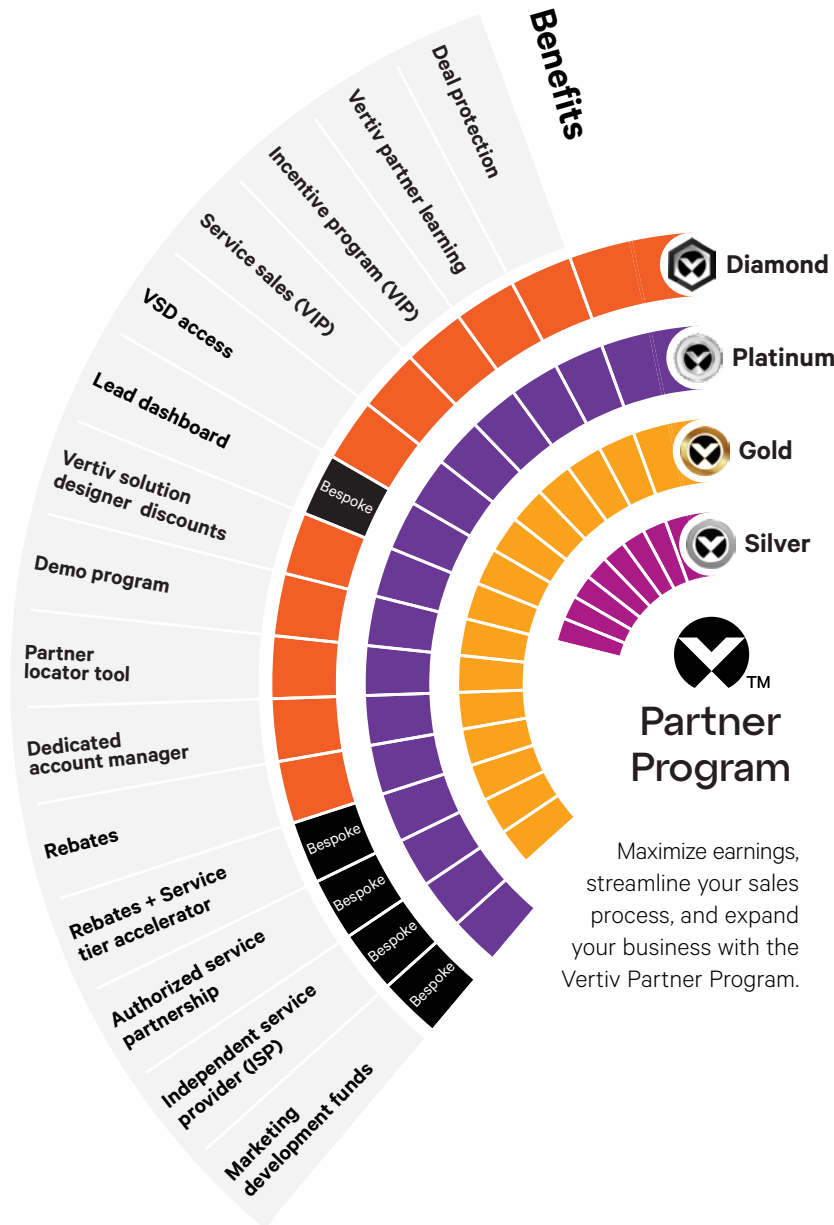
Fuel your
business growth



Not over-distributed



Decades of
industry experience



Join the Vertiv Partner Program and unlock exclusive training, marketing resources, deal protection and incentive rewards. Gain access to cutting-edge solutions, including AI solutions and seamless support. Discover powerful tools to drive business growth.

What you'll get:

- Enhanced expertise with sales and technical courses and certifications through Vertiv™ Learning.
- Marketing resources, including ready-to-use campaigns, co-branded materials, and lead management tools.
- Easy-to-use Deal Protection & Lead Dashboard tools to help you secure your deals and track opportunities.
- Seamless Solution Configuration through the Vertiv Solution Designer tool for easy quoting and customization.
- VIP rewards (Bonus Points) for every Vertiv sale you make. Collect the bonus points and claim your reward in the Reward Store.
- Additional VIP Rewards through Service Sales – Earn additional Bonus Points when upselling Vertiv Service options.

*Available in specified EMEA countries. Extended warranty options apply across the entire EMEA region.

Join the award winning partner program today!



Reach all the way up to Diamond to get the full VPP experience. Requirements below:

Silver	Gold	Platinum	Diamond
<ul style="list-style-type: none"> \$5-100K Revenue 4 associate /specialist certifications 5 program activities quarter 	<ul style="list-style-type: none"> \$100K-\$250K Revenue 6 additional Specialist/ professional certifications 10 program activities quarter 6 month Business Plan 	<ul style="list-style-type: none"> \$250K-\$1M Revenue 8 Professional & 1 Expert certifications 15 program activities quarter Annual Case Study 	<ul style="list-style-type: none"> Invitation only

Portal activities include: Deal Registrations, VSD Proposals, Trainings , Lead Acceptance/ Rejection etc. Other trackable activities outside the portal include joint events, campaigns, face to face trainings, and others.

For more information please contact us at emea.vertivpartnerprogram@vertiv.com.

Vertiv.com | Vertiv International GmbH, 8212 Neuhausen am Rheinfall, Switzerland

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